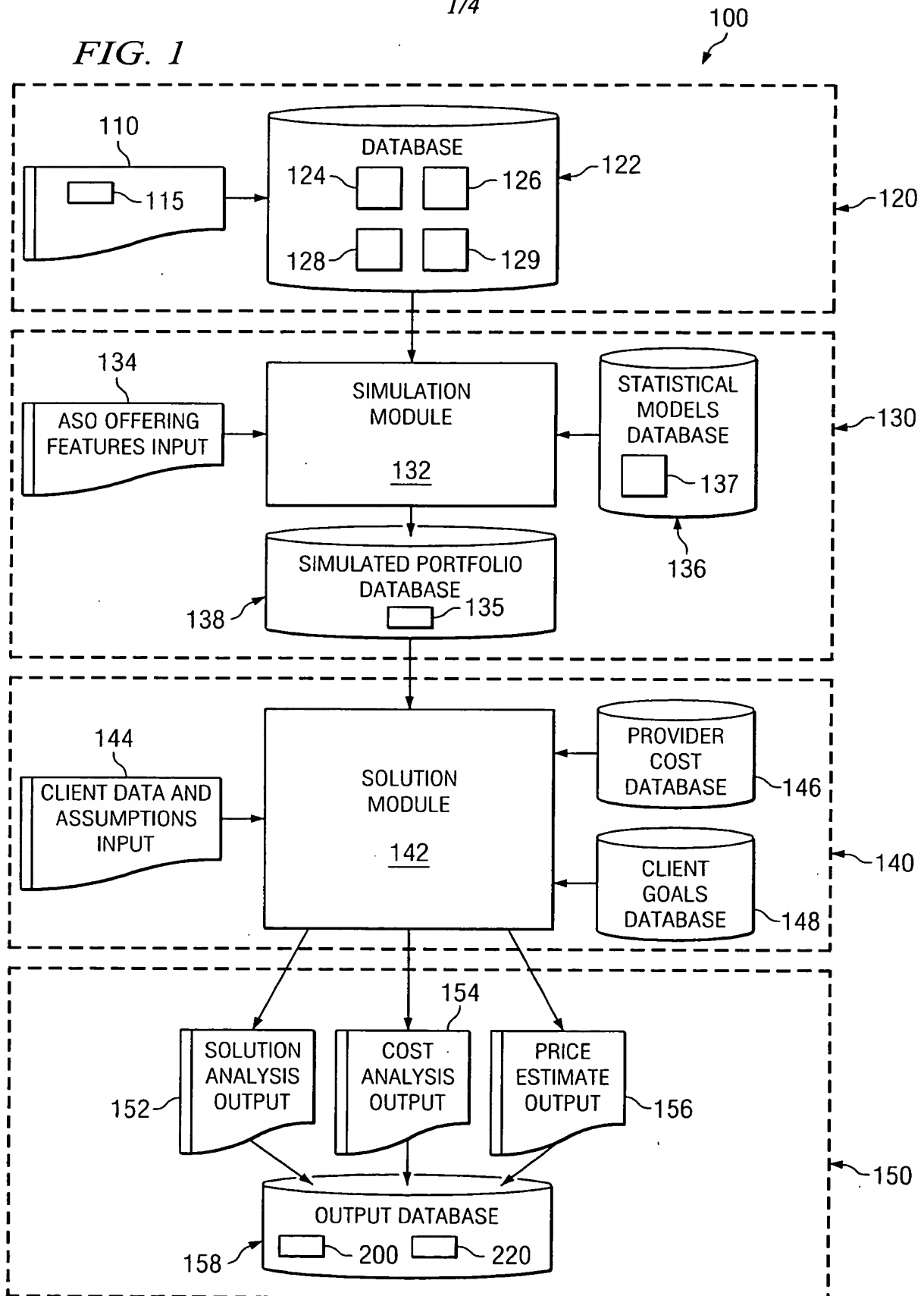


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FIG. 1



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202				204				206			
CONSIDERATION FACTOR				CONFIDENCE LEVEL				IMPORTANCE WEIGHTING FACTOR			
202a	DESIRED PROFIT MARGIN				LOW	MEDIUM	HIGH				3
											206a
202d	DIFFERENCE BETWEEN ALLOWABLE COST AND COST SOLUTIONS		SOLUTION > ALLOWABLE COST	204d	LOW	MEDIUM	HIGH			-3	
										206d	
202b	CONFIDENCE IN SOLUTION				LOW	MEDIUM	HIGH				2
											206b
202c	CLIENT DATA AVAILABILITY				LOW	MEDIUM	HIGH			1	
										206c	
	OFFSHORE OUTSOURCING				CHEAPEST	BLEND	OPTIMAL			1	
										4	
								208			

FIG. 2A

200

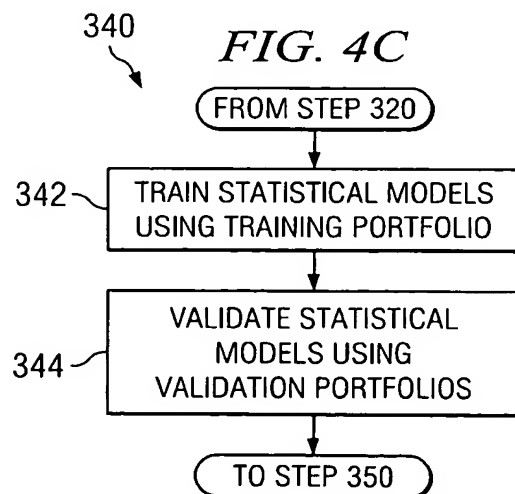
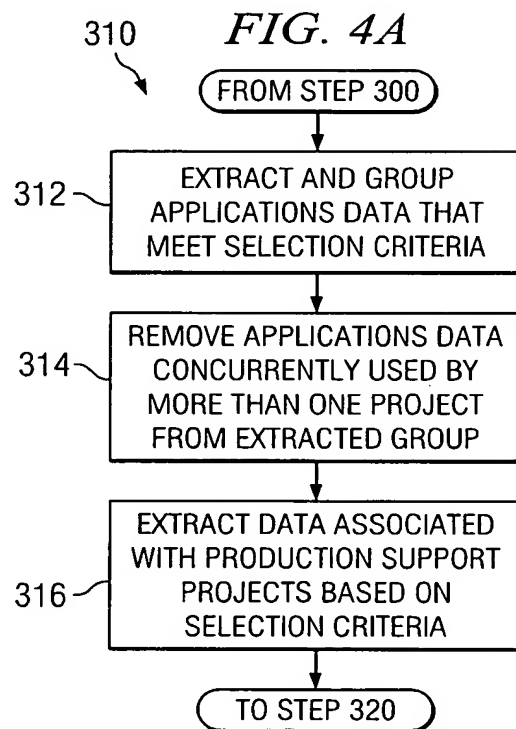
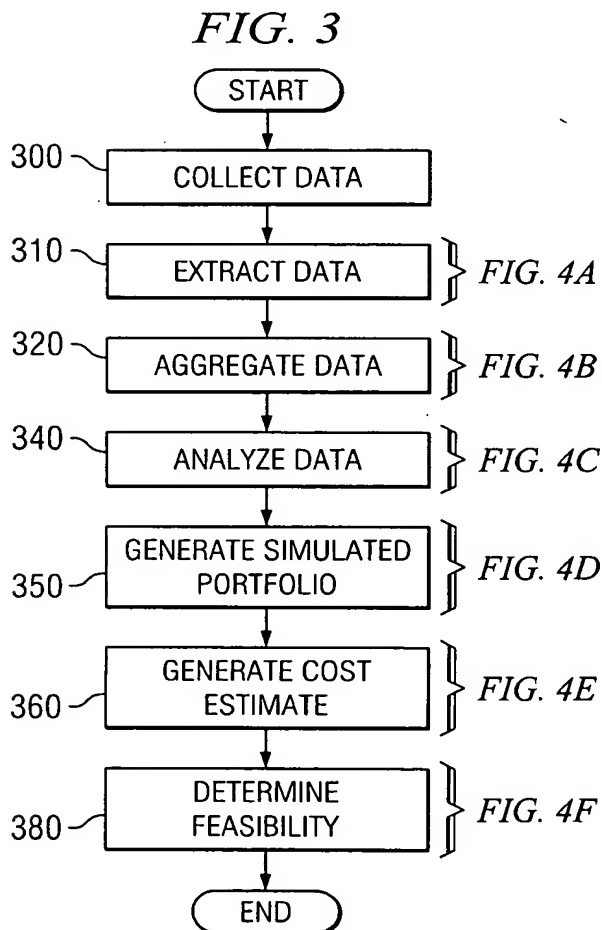
FIG. 2A

200

	208	3/4	210	
	IMPORTANCE WEIGHTING FACTOR TOTAL		IT OUTSOURCING PROVIDER LEVEL OF CONFIDENCE	
208a	11-15		HIGH LEVEL OF CONFIDENCE THAT COST SOLUTION IS FEASIBLE	
208b	6-10		AVERAGE LEVEL OF CONFIDENCE THAT COST SOLUTION IS FEASIBLE	
208c	2-5		LOW LEVEL OF CONFIDENCE THAT COST SOLUTION IS FEASIBLE	

FIG. 2B

220



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